

A BANNER YEAR FOR UTAH BEET SUGAR.

Utah Sugar company 18,500,000 pounds
Ogden Sugar company 8,500,000 pounds
Logan Sugar company 5,000,000 pounds
Total 32,000,000 pounds

THESE figures—2,000,000 pounds more than the most sanguine estimates made at the opening of the season—represent the amount of beet sugar that will be manufactured by the three Utah plants for the campaign of 1901-2.

The Utah Sugar company at Lehi has already made its run and closed down. Elsewhere on this page will be found a table showing the magnificent increase it has made over the most prosperous of its previous years. The Ogden Sugar company is two-thirds through its run; it has passed the 6,000,000 pound mark, and it can be premised with safety that its final figures will not vary greatly from the total named above. A comparison of its previous records, showing the present season to have been its banner year, is also printed on this page. The Logan factory, the infant of the three, is now in the middle of its first run, but its output is safely estimated at 5,000,000 pounds, about five times more than the record of the Utah Sugar company in its first year, and 66 2-3 per cent more than that of the Ogden factory, a fact that shows not only how beet culture and manufacturing methods have advanced since the pioneers of the Utah Sugar company "blazed the way," but indicates the debt the young concerns of today owe to those who made the first plunge into a new, and as far as the semi-arid regions were concerned, an untried industry.

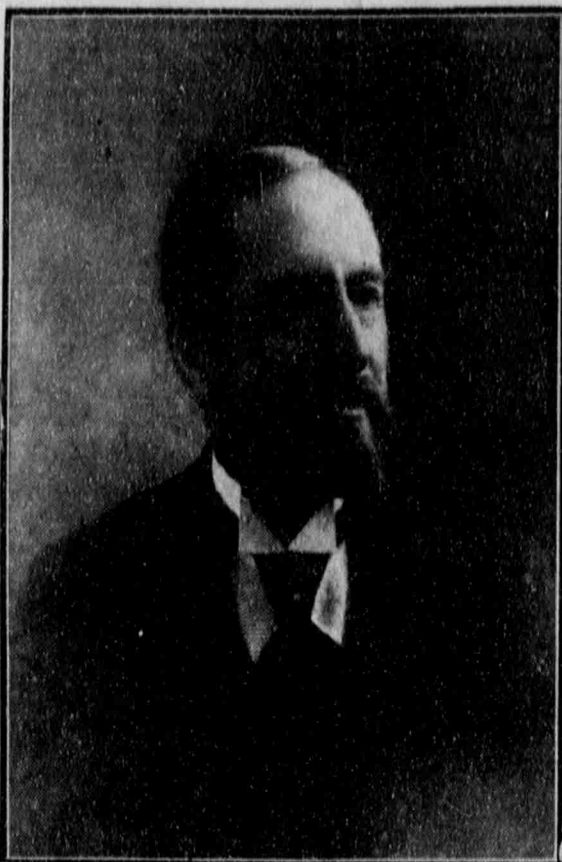
The 18,500,000 pounds of the Utah Sugar company were manufactured from 78,300 tons of beets, an average yield of over 230 pounds of sugar to each ton of beets; the 8,500,000 pounds of the Ogden company will have been made from approximately 42,000 tons of beets, an average of about 200 pounds, and the 5,000,000 pounds output of the Logan company will have come from approximately 25,000 tons, an average of 200 pounds; that the yield of the Ogden company was not larger is due to a variety of causes, principal among which are probably the severe wind storm that raged in Weber county early in the season, a partial drouth, and perhaps a lack of care by the farmers, who in that locality have perhaps made tomatoes their first and beets their second consideration.

The 32,000,000 pounds of sugar produced by the Utah factories, is about 12,000,000 pounds more than the annual consumption of the state, hence that amount will be sent to outside markets. In other words Utah this year keeps at home the million dollars or more she formerly sent away for her sugar supply, and in addition she brings into the state about \$600,000 in cash from consumers elsewhere. Add to these facts still, the \$700,000 which has been paid the farmers by the three factories, the big sums paid for labor, the great amounts paid the railroads for freights, the money spent for tools, supplies and materials, the stock that has been fattened by the pulp—once looked upon as an incumbrance—and some idea may be gained of how our sugar factories supply every artery of trade with the blood that keeps the whole commercial community in its live and healthy condition.

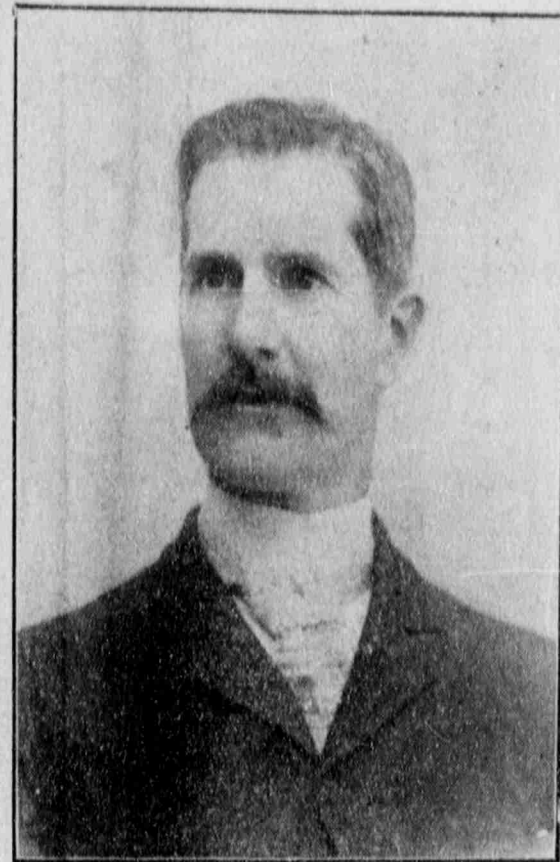
On this page are presented papers giving the views of the men who stand at the head of the sugar industry in Utah; they show unmistakably—first, that the industry is firmly and permanently planted, and that money invested in sugar factories may expect as sure a return as that placed in any other form of industrial enterprise; second, that the year 1901 has been an enormously successful one in the sugar business of the state, and that the year 1902 will witness still greater development; and third, that in spite of all the talk of disastrous competition from the sugar trust, or the fears that the existing tariff may be changed in the trust's interests, the beet sugar industry is so firmly established in so many states, so many more are planning to enter into it, and its far-reaching benefits are so generally acknowledged, that no Congress, no matter what its complexion, will adopt any measure that would destroy or cripple it.

We commend the papers which follow to the careful attention of all who are interested in the vast subject of beet sugar development:

THE TWO MEN WHO STAND AT THE HEAD OF THE SUGAR INDUSTRY IN UTAH.



THOMAS R. CUTLER,
General Manager of the Utah Sugar Company, and
President of the Greeley Sugar Company.



DAVID ECCLES,
President of the Ogden Sugar Company, The
Logan Sugar Co., and the Oregon Sugar Co.

UTAH SUGAR COMPANY'S CAMPAIGN.

(By Thomas R. Cutler, Manager of the Utah Sugar Company.)

THE Utah Sugar company closed its campaign for 1901 on the 15th inst., after making a very smooth and successful run, cutting over 78,000 tons of beets and making about 18,500,000 pounds of white granulated sugar. The factory commenced operations September 24, 1901, and averaged at the central factory, its three cutting stations at Provo, Springville and Bingham Junction, one thousand tons of beets each twenty-four hours, and sacked in the neighborhood of 2,400 bags of sugar each day. This is the largest tonnage ever sliced and the most sugar manufactured in one season since the erection of the factory. The sugar content was good, the yield per acre, taking the entire acreage, averaging about 12 1/2 tons, and in some districts the tonnage per acre exceeded 15. This is an exceptionally good record and farmers were highly elated over the splendid crops they harvested. While their contracts specified that the farmers were to receive in payment for their beets as follows:

14 per cent sugar, 80 purity, \$4.75.
13 per cent sugar, 80 purity, 4.50.
12 per cent sugar, 80 purity, 4.25.

Yet, practically speaking, in all cases they received \$4.75 per ton, and out of 6,500 acres which were planted only about five acres were refused; in these few exceptions the low sugar content was due to careless farming. The beets received were raised by 1,500 contractors, who received in payment of same upwards of \$375,000.00.

To operate the main plant and the three auxiliary cutting stations required three hundred employees, besides a great many who work on the outside; if we consider all those who are furnished employment during the beet growing season they will number up into the thousands.

Amongst the largest and most successful contractors for the year were the following:

Wm. J. Jenkins, West Jordan, who raised 25 acres, obtaining 301 tons.

M. T. Woodhouse, Lehi, who raised 13 acres, obtaining 298 tons.

A. R. Anderson, Lehi, who raised 19 acres, obtaining 269 tons.

Hebert Austin, Lehi, who raised 10 acres, obtaining 210 tons.

Chas. Turner, Provo, who raised 22 acres, obtaining 312 tons.

Mont. Johnson, Springville, who raised 20 acres, obtaining 339 tons.

Jno. F. Beck, Spanish Fork, who raised 16 acres, obtaining 196 tons.

N. C. Christensen, Payson, who raised 13 acres, obtaining 240 tons.

There were quite a number of farmers who raised from 8 to 12 acres each which averaged all the way from 16 to 23 tons per acre.

The best of unity exists between the farmers and the Utah Sugar company; the success attained this season is very gratifying to all and it is a very common expression in beet growing districts in speaking of the industry to refer to it as the "mortgage lifter," judging from the sentiment of the farmers there will be a great increase in next season's contracts.

During this season's operations Lehi has been visited by quite a number of prominent men, amongst whom were representatives of various beet sugar factories from different parts of the United States. Europe and elsewhere, and after examining our product they were not backward in saying that it was as fine a sugar as they had ever seen.

The pulp question is now receiving a great deal of attention by our farmers and stockmen, and judging from the demand it is becoming a great feed article. In fact the Utah Sugar company was obliged to cease selling it to others than beet growers, as it is the intention of the company to first supply their farmers with what pulp they may wish before disposing of it elsewhere; the little surplus at Springville is eagerly being purchased by Salt Lake stockmen at a cost of 60 cents per ton F. O. B. cars at Springville; the freight is 41 per ton, making it a total cost to them of \$1.00, but they claim that this is cheaper and better than feeding hay alone, as they say an animal that would require 35 pounds of hay per day will do much better on 100 pounds of pulp and 15 pounds of hay, which would make the pulp all around 30 per cent as much as good lucern hay.

THE OUTLOOK.

Beet sugar in the United States during

the year just past has made the most marked advance of any period of its existence. From a crop of 75,000 tons of sugar in 1900, conservative estimates place the production for 1901 at 250,000 tons. Some allowances must, however, be made because of the excessive dry years of 1899 and 1900, which have to some extent the production of the beet sugar industry in the United States were prepared to make. The latest estimate of the eminent statistician Licht, gives the beet sugar production of Europe for the current year at 6,610,000 tons of sugar, against 6,050,994 tons in 1900, and Europe is very much perplexed at the ever increasing problem of finding markets for her surplus. Cuba's crop will be about 600,000 tons, and there is no doubt in my mind that Congress will make some concessions to aid her to market this crop, but such concessions will not materially hurt the beet sugar interests in the United States. But the language of President Roosevelt in his message to Congress implies that he favors a reduction, his words being: "In the case of Cuba, however, there are weighty reasons of morality and of national interest why the policy should be held to have a peculiar application, and I most earnestly ask your attention to the wisdom, in deed to the vital need of providing for a substantial reduction in the tariff duties on Cuban imports into the United States. Cuba has in her constitution affirmed what we desired, that she should stand in international matters in closer and more friendly relations with us than with any other power, and was a bound by every consideration of honor and expediency to pass commercial measures in the interest of her material well-being."

In conclusion I again desire to reiterate, as I have done in former years, that the beet sugar industry in the United States has come to stay, and the factories that keep up well with the times in conducting their business on economical and broad principles will continue to pay fair returns to their stockholders.

BEET GROWERS' PROSPERITY.

(By Geo. Austin, Agricultural Superintendent of the Utah Sugar Company.)

The season of 1901 has been a very successful one for the Utah Sugar company and the beet growers. Last spring about seven thousand acres of land were planted in sugar beets as follows:

	Av. yield
	Tons per acre.
Utah County	5,100 64,591 123-5
Salt Lake County	900 9,000 10
Sanpete County	460 2,268 5
Sevier County	244 1,541 6.2

On account of drouth in some localities about five hundred acres which were contracted for were not harvested, and the actual yield per acre was a little over 12 tons. This must be considered a very good showing when we take into consideration that over 1,500 farmers were engaged in the cultivating and harvesting of this crop. The farmers who were engaged in this business are amongst the best of the state and we must say that a great deal of credit is due them for the intelligent way they operated and the methods they pursued in raising this enormous crop of beets, which has all been successfully manufactured into granulated sugar as pure as the world ever produced.

Judging from present indications our acreage for the next season will reach ten thousand, and should we have a fair season something over one hundred thousand tons of beets may be expected.

BEAR RIVER VALLEY.

The great Bear River Valley will be quite a factor in the increased acreage and tonnage for the coming season. The land, with its perfect water supply and beautiful climate has demonstrated beyond a doubt that there is no better place for the production of sugar beets, both as to tonnage and saccharine matter in the Rocky mountain region, and it will not surprise me if two years hence an article shall appear in the Christmas News announcing the excellent record made by the great Bear River sugar factory; that is, provided the farmers show their willingness and ability to grow sufficient beets to justify the erection of the factory, probably if they do it will be the most modern sugar factory that will then be in operation. The coming spring the Utah Sugar company will plant in that valley about 600 acres of beets on their own farm, and the land is now all

plowed awaiting in readiness for spring time to come. This will be one of the largest and most modern beet farms in the United States.

BEET SEED.

A very extensive beet seed farm will also be started in Bear River valley at once, as our experience has demonstrated that this climate with suitable land and a good water supply, cannot be excelled anywhere for the production of sugar beet seed.

Should the season of 1902 prove as favorable as anticipated, or even as the one just closed, all who take part in this magnificent enterprise, will once more have cause for mutual congratulation.

OGDEN FACTORY'S RUN.

Mr. H. H. Spencer, one of the board of directors of the Ogden Sugar company, in an interview with a Deseret News representative, gave the following information:

"The Ogden Sugar company has had a very successful run this year, considering some disadvantages with which we have had to contend. At the time when the planting of the beet seed took place in the spring, everything looked exceedingly bright for a most prosperous season, but just when the beets were beginning to grow the severe wind storm, which came, almost totally destroyed the crop, necessitating the replanting of a considerable amount of the land, which was a great expense to the company to furnish the seed at a very low price to the farmers. In some parts of the country a shortage of water, during the hottest part of the year, was very much of a disadvantage to the growers, but notwithstanding these drawbacks our run will be very good. The company has now been running three years, and each year we have materially increased our business. In 1899 when we first started up the factory, 2,000 acres of sugar beets were planted, from which 15,000 tons of beets were harvested. We paid \$4.00 per ton for beets that year, and produced 3,000,000 pounds of sugar. The next year 3,000 acres of beets were planted on which 30,000 tons of beets were raised. We paid \$4.25 per ton for beets last year and produced 6,000,000 pounds of

sugar. This year 3,200 acres of beets were planted, on which 42,000 tons of beets were raised, for which we have paid \$4.50 per ton; a raise of 50 cents over the first year's price per ton. Up to the present time our output at the factory has been 6,000,000 pounds, but we anticipate before the close of the season's run, which will end about January 20th, 1902, to have an output of 8,500,000 pounds of pure sugar.

We employ 250 men at the factory and our monthly pay roll amounts to

over \$12,000. We also use 60 tons of coal, 20 tons of lime rock, 2 tons of coke, all of which we endeavor to buy in Utah.

The sugar beet industry is one of the most advantageous industries that has ever been commenced in the state of Utah. The growing of beets must be thoroughly understood by the growers in order to make a success of the same. The more carefully the seed is planted and cared for, the better the harvest will be; this has been our experience."

BEET CULTURE IN WEBER COUNTY.

(By Job Pingree, Agricultural Superintendent of the Ogden Sugar Company.)

In accordance with the request of the "News," I write these few lines on the cultivation and industry of sugar beets. Four years ago this coming New Year, it was decided to build a sugar factory at Ogden. At that time it was quite an effort to get people to take enough stock to ensure the being made, but since then the stock has increased in value; investors have sought after it, and it advanced to a premium.

At first the farmers were very shy in making contracts to raise sugar beets; one or two acres were the usual amounts taken and in many instances this was done only after a good deal of persuasion, but this has gradually changed until now the average is from five to ten acres each, and some plant twenty or thirty acres of beets. The farmers have found out that the cultivation of beets does not interfere very much with other crops, as the main work in raising them is in thinning and harvesting. The thinning comes on in the spring before the farmers cut their first crop of lucern, and the harvesting comes on after most other crops are gathered.

At first the farmers thought it a pity to cut out so many young plants in thinning, and they left them too close together to be profitable, but at present some are going to the other extreme in leaving them too far apart. At first it was quite difficult to get the beets thinned properly; but now we have many boys who are experts at thinning, and who are anxious to take contracts to thin fields of beets, making business men of the boys, so to speak. It is quite interesting to see the beet fields at thinning time; to see the men with their families out in the beet fields taking out the weeds and the extra little plants.

Farmers were not at first prepared for beet raising; grain had always been their crop (accompanied with weeds), but now they are getting down to a better cultivation of the soil, fertilizing their land by ploughing deep and frequently in the fall, and some are subsoiling their land, giving the beets a better chance to go down and thus growing a more desirable beet. They are also more careful with water, avoiding starting them when they are small, and many are keeping them entirely clean from weeds. As a result they get well paid for their care; many raise twenty tons per acre and some twenty-five and upwards, bringing them well up to \$100 per acre, and some more than that amount.

Since we have commenced beet raising in this county there has been a steady increase in the demand for laborers, and instead of men and their

families having to hunt for their work as it used to be, they are now sought after, and at times are difficult to get; everybody who is willing to work having plenty to do all of which makes better and more prosperous times generally. Many farmers have applied to me already to make contracts for the coming year, and many will increase their acreage over other years during 1902.

Output of Utah's sugar factories from organization to date.

UTAH SUGAR COMPANY.

Pounds Produced.

1891 1,112,300

1892 1,325,660

1893 4,100,553

1894 5,492,592

1895 7,030,000

1896 9,150,000

1897 3,676,700

1898 9,999,950

1899 13,885,875

1900 11,500,000

1901 18,500,000

OGDEN SUGAR COMPANY.

1899 3,000,000

1900 6,000,000

1901 8,500,000

LOGAN SUGAR COMPANY.

1901 5,000,000

Total 107,774,130

At 5 1/2c per lb. \$5,927,577.15

GREAT OUTLOOK FOR BEET SUGAR.

(By C. A. Granger, Vice-President and Manager of the Greeley Sugar Co., and Buller of the Logan Factory.)

The beet sugar industry of the United States has been making steady strides for the past ten years, but no single year has witnessed a greater advance than that which is now closing.

Especially has this been true of the western section of the country. Colorado in particular has launched out in a way that shows her business men and farmers have no fears as to the outcome of their investments. Her record for the year 1901 will place her in the third position in the list of beet sugar producing states of the Union, California being first and Michigan second.

Utah comes fourth in the list, but I believe I am within the facts when I say that it is a question of a very few years only when the beet sugar industry, not only are the existing plants of the Utah Sugar company, the Ogden Sugar company, and the Logan Sugar company, capable of immense enlargement, but the possibilities of the Bear River Valley alone, which the first named company has lately acquired, are such that it would be difficult to place a limit upon what may be accomplished there in the development of sugar beets. It is irrigation that rules the beet sugar situation in America, and few places that I know of are so well adapted in the matter of soil, inexhaustible water supply, and capable farmers close at hand anxious to go into the cultivation of beets as this Bear River Valley. Add to this the other sections in Utah that possess natural advantages for the establishment of sugar factories, and it can be seen that it is only a question of time when Utah will rank with the foremost of the states of the Intermountain region in the amount of beet sugar she will produce.

I look upon Cache Valley in Utah as one of the finest natural locations in the West for a sugar factory, and I certainly think Mr. David Eccles, Mr. C. W. Nibley and their associates have shown shrewd judgment in being the first to secure a footing there. It is quite rare that a factory in its first year's run is furnished beets from 2,000 to 2,500 acres, averaging ten tons to the acre, which is the record for Cache

county. With a beginning of this kind for the first year, it was not surprising if the owners of the Logan Sugar factory are very soon confronted with the proposition that they must either curtail their acreage or increase the size of their factory.

Regarding the future of the beet sugar industry, I am free to say that conditions are such that in my opinion there is bound to come a crisis in the history of the industry, and the factories which are best managed, which have the best natural location, (and the question of irrigation cuts a large figure here), will be those which will survive. I am not among those who fear that the Sugar Trust can crush out the beet sugar industry. It is too firmly rooted. The states which are now heavily interested are California, Oregon, Washington, Utah, Colorado, Nebraska, Minnesota, Wisconsin, Michigan, (which has twelve factories), Ohio, and New York, (which has two factories), Montana, and other states are now investigating the establishment of plants. Take these states alone, to say nothing of those which will be in favor of protecting such a rising industry as that of beet sugar, and add to them the southern states, where cane sugar is produced, and whose interests will be just as vitally affected if foreign sugar were admitted free as would those of the beet sugar industry, and it looks to me as though we were reasonably secure against fear of such a change in the tariff as will do us any material harm.

Among the new plants to be erected next year will be that of the Greeley Sugar company at Greeley, Colorado, to be constructed by Utah and Colorado capital. The outlook now is that nearly 4,000 acres will be planted in beets the first season, and I shall not be surprised if it averages fourteen tons to the acre, giving about 56,000 tons to be worked the first season. The factory, which is now under the course of construction, will have a capacity of 700 to 800 tons per day. The farmers in the Greeley district are showing surprising interest in the culture of beets, and I look for a phenomenal run as the first year's record of the new company.

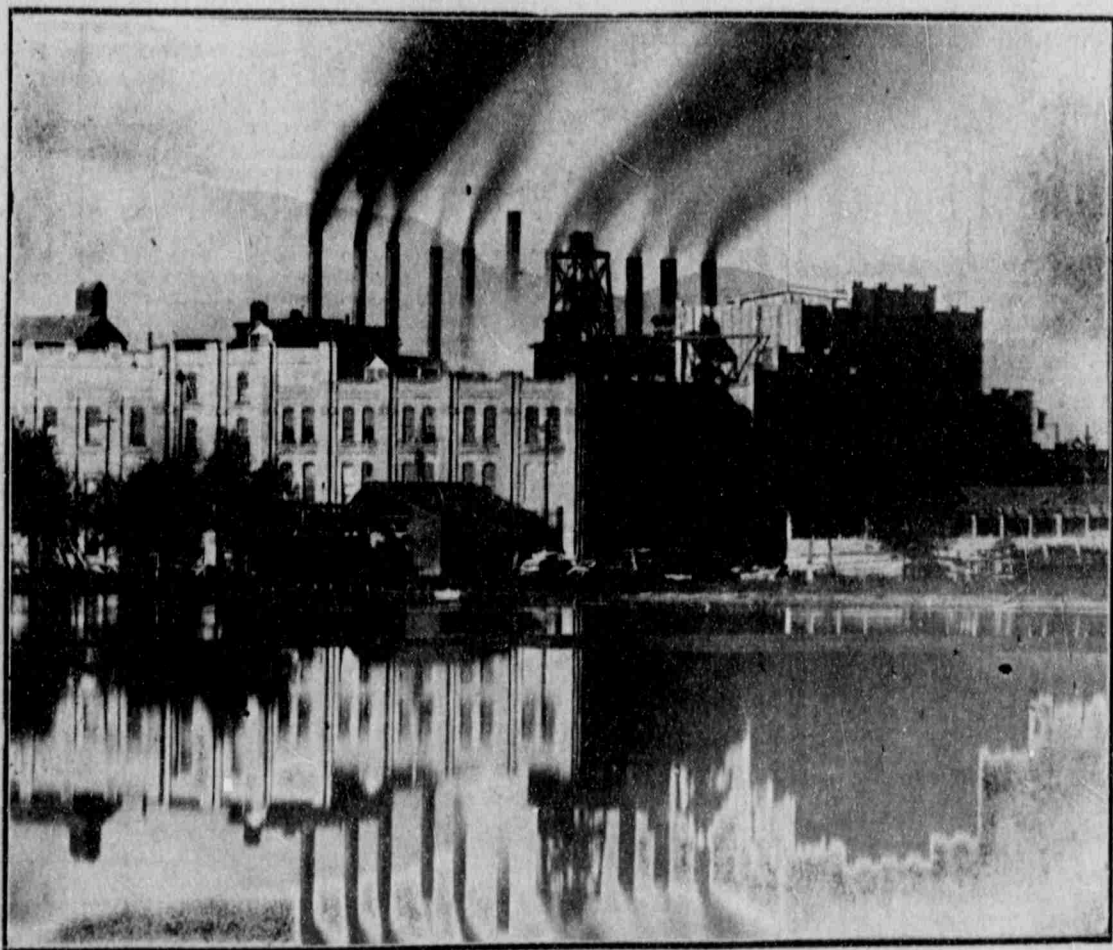
THE TRUST AND BEET SUGAR.

The following statement on behalf of the beet interests of the United States is furnished the Christmas "News" by a gentleman prominently connected with the beet sugar companies of the Pacific coast:

The Sugar Trust has recently increased its capital stock by fifteen millions of dollars, with the object, as outlined by President Havemeyer, of making extensive investments in sugar plantations in the Island of Cuba. As a preliminary to this, it is making a strenuous effort to influence public opinion and Congress to make a reciprocity treaty admitting Cuban sugar free of duty, or, failing this, a reduced duty as compared with other

foreign nations. The bait thrown out is that free raw sugar from Cuba will give cheaper refined sugar to the people of the United States. This argument may deceive the public in the East, but it will only cause a smile on the Pacific coast, where we have enjoyed free raw sugar from the Hawaiian Islands since 1876, with the result of paying more for the refined article than any other section of the country. The government has lost the revenue and the Hawaiian planters and Pacific coast refiners have made the profit—the people, as usual, paying the freight.

"The beet sugar men feel that they are developing an agricultural industry of exceeding value to the nation. Much



MAIN PLANT OF THE UTAH SUGAR COMPANY AT LEHI, UTAH.